

# University of Iowa Purchasing (University of Iowa Purchasing) Supplier Response

Bid Information		Contact Information		Ship to Information
Bid Creator	Jayne Keiser Purchasing Agent II	Address	202 PCO	Address
Email			Iowa City, IA	
Phone	(319) 335-0305		52242-2500	Contact
Fax	(319) 335-0381	Contact	Jayne Keiser	
			Purchasing	Department
Bid Number	13771 Addendum 1	Department		Building
Title	Desktops, Laptops, & Monitors	Building	PCO	
			202	Floor/Room
Bid Type	RFP - Informal	Floor/Room		Telephone
Issue Date	04/08/2009	Telephone	(319) 335-0305	Fax
Close Date	4/23/2009 3:00:00 PM CST	Fax	(319) 353-2358	Email
Need by Date		Email	jayne-keiser@uiowa.edu	

## Supplier Information

Company Dell Marketing, L.P. (DMLP)  
 Address P.O. Box 802816  
 Chicago, IL 60680-2816  
 Contact Dell Marketing L.P.  
 Department  
 Building  
 Floor/Room  
 Telephone 1 (800) 762-9473  
 Fax 1  
 Email  
 Edited 4/23/2009 2:26:32 PM CST

Signature \_\_\_\_\_

## Supplier Notes

As confirmed by Jayne Keiser, POC for University of Iowa, Dell's "exceptions" provided in response to Attribute/clause #56 (as allowed and requested by by Attribute #29), shall take precedence over any "agree" responses, since that is often the only choice and required to successfully submit the response through the online e-bid portal. Dell has set forth its exceptions to terms contained in the University's bid in response to Attribute #56, and in no way shall Dell be deemed to have accepted any of the terms referenced which Dell has provided exceptions to, by following the aforementioned e-bid process. Dell's responses which indicate 'agreed' are subject to the exceptions and additional terms set forth in response to Attribute #56. All exceptions provided in reply to Attribute #56 unless otherwise indicated are submitted in lieu of the terms contained in the bid terms. Dell's responses herein are based on these exceptions and clarifications notwithstanding the fact that Dell was required to check the affirmative to each item in order to submit the bid through this online tool.

## Bid Notes

The due date has been extended to 4/23. Several attributes have been added and the ending date of the contract pricing has been corrected to 4/30/2010.

## Bid Messages

Please review the following and respond where necessary

#	Name	Note	Response
1	SUPPLIER INSTRUCTIONS	<p>Prior to entering line item prices, please review and respond, as required, to the Attributes listed below. Attributes 2 through 90 refer to General Terms and Conditions. The remaining Attributes are specific to this Request for Proposal. This RFP contains multiple pages. You can move from page to page by clicking on the right side of the gray bars that appear at the bottom of the Attributes and Line Item sections. Bids MUST be submitted electronically through the eBid system. Bids submitted by any other means will not be accepted.</p>	<p>Dell has provided responses to each Attribute as required. NOTE: As confirmed by Jayne Keiser, POC for University of Iowa, Dell's "exceptions" provided in response to Attribute #56 shall take precedence over any "agree" responses, since that is often the only choice and required to successfully submit through the online e-bid portal. Dell has set forth its exceptions to terms contained in the University's bid in response to Attribute #56, and in no way shall Dell be deemed to have accepted any of the terms referenced which Dell has provided exceptions to, by following the aforementioned e-bid process. Dell's responses which indicate 'agreed' are subject to the exceptions and additional terms set forth in response to Attribute #56. All exceptions unless otherwise indicated are submitted in lieu of the terms contained in the bid terms.</p>
2	Introduction	<p>The University of Iowa (hereafter, The University/University) located in Iowa City, Iowa, desires to obtain written proposals from qualified Suppliers to provide computer desktop hardware pricing for the period to start May 1, 2009 and end April 30, 2010.</p>	(No Response Required)
3	Goal of Proposal	<p>It is the goal of this RFP to establish pricing for four base computer configurations, two base laptop configurations, one base tablet configuration and selected monitors all of which can be modified to each purchaser's specifications. These modifications must allow the purchaser to increase a specification, as well as lower a specification or, where possible, remove the item altogether.</p>	(No Response Required)
4	Background Information	<p>The University of Iowa is a broad-based public university of international stature. The University has 30,000 students and is recognized for its academic achievement; leadership in research; and its teaching hospital, The University of Iowa Hospitals and Clinics. The University has an overall budget of \$2.2 billion and employs approximately 14,000 full-time faculty and staff. The University of Iowa Hospitals and Clinics serves as the teaching hospital and comprehensive medical center for the State of Iowa. As part of its mission, UI Hospitals and Clinics, in conjunction with UI Carver College of Medicine and other health science colleges at The University of Iowa, provides world-class family-centered health care, extensive medical research, and comprehensive teaching programs for many health care professions. The hospital employs more than 1,400 physicians and dentists, and more than 1,500 professional nurses. More than 4,500 additional staff members support all aspects of patient care services. The hospital provides 680 inpatient beds and more than 850,000 patient visits take place in the clinics every year. UI Hospitals and Clinics is consistently ranked by U.S. News &amp; World Report magazine as one of</p>	(No Response Required)

the nation's best hospitals, with many of its clinical specialties ranked among the top twenty-five in the country.

5	Definitions	<p>THE UNIVERSITY/UNIVERSITY: Indicates The University of Iowa, Iowa City, Iowa (all terms Synonymous. MAY: Indicates something that is not mandatory but permissible/desirable. POINT OF CONTACT: The Supplier's representative available for all questions pertaining to the response for this Request for Proposal. RFP: Request for Proposal. SHALL/MUST: Indicates mandatory requirement. Failure to meet these mandatory requirements may result in rejection of your proposal as non-responsive. SHOULD: Indicates something that is recommended but not mandatory. If the Supplier fails to provide recommended information, The University may, at its sole option, ask the Supplier to provide the information or evaluate the proposal without the information. SUPPLIER/SUCCESSFUL RESPONDENT: Proposer submitting a response to the Request for Proposal. INDEPENDENT PURCHASING AUTHORITY (IPA): means the State of Iowa entities or agencies, such as the Board of Regents, Regent institutions, Department of Administrative Services, the Department of the Blind, the Iowa Lottery Authority, the Iowa Telecommunications and Technology Commission, and the Department of Transportation, that have separate and distinct purchasing authority, including the authority to contract autonomously under the Iowa Code or another provision of law. POLITICAL SUBDIVISION: is any county, city, school district, or any combination thereof.</p>	(No Response Required)
6	University Rights/Obligations	The University of Iowa reserves the right to accept or reject any or all proposals, waive irregularities, to accept any part of a proposal, to withhold the award, and to make no award as is deemed to be in the best interests of the University.	Bidder Agreed
7	University Rights/Obligations	The University will not pay for any information requested herein, nor is it liable for any costs incurred by the Supplier in responding to this request. All proposals submitted become the property of The University and will not be returned to the Supplier.	Bidder Agreed
8	***General Terms***		(No Response Required)
9	Supplier/Proposal Obligations	The successful Supplier must be licensed to do business in the State of Iowa and comply with provisions of Chapter 490 of the Iowa Code.	Bidder Agreed
10	Supplier/Proposal Obligations	The proposal constitutes an offer by the Supplier which shall remain open and irrevocable for a period of sixty (60) calendar days from the proposal due date.	Bidder Agreed
11	Supplier/Proposal Obligations	The Supplier consents to the University contacting and obtaining any information relevant to this Request for Proposal from the references identified by the Supplier in its proposal or other sources deemed appropriate by the University.	Bidder Agreed
12	Supplier/Proposal Obligations	Failure to supply information requested may be cause for rejection of the proposal as non-compliant.	Bidder Agreed

13	Supplier/Proposal Obligations	Determination of compliance and responsiveness to the requirements of the RFP will be made after a thorough and careful review of the proposals. Public review of the submitted proposals will not be possible until an award has been made and the University has removed any trade secret, confidential or proprietary information, if any, from the proposals.	Bidder Agreed
14	Supplier/Proposal Obligations	The contents of the proposal and any clarification thereto submitted by the successful Supplier shall become a part of the contractual obligation incorporated by reference into the ensuing agreement, unless modified by mutual agreement, in writing.	Bidder Agreed
15	Supplier/Proposal Obligations	Any and all interpretations, corrections, revisions and amendments shall be issued by the University's Purchasing Department to all holders of proposal documents in the form of written addenda.	Bidder Agreed
16	Supplier/Proposal Obligations	Withdrawn proposals may be re-submitted up to the time and date designated for the receipt of proposals provided that they are fully in conformance with the proposal instructions and conditions.	Bidder Agreed
17	Formation of the Agreement	At its option, the University may take either of the following actions to form an agreement between the University and the selected Supplier: Accept a proposal as submitted by issuing a written notice to the selected Supplier which refers to this Request for Proposal and accepts the proposal received in response to it, or, Enter into negotiations with one or more Supplier(s) in an effort to reach a mutually satisfactory written agreement that will be based on this Request for Proposal, the proposal submitted by the Supplier and the associated negotiations.	Bidder Agreed
18	Termination – Non-appropriation of Fund	Notwithstanding any other provisions, if funds anticipated for the continued fulfillment of the resulting agreement are at any time not forthcoming or insufficient, either through the failure of the Iowa Legislature or the Federal government to provide funds or alteration of the program under which funds were provided, then the University shall have the right to terminate the agreement without penalty by giving not less than thirty (30) days written notice documenting lack of funding.	Bidder Agreed
19	Assignment	Any contractual agreement resulting from this Request for Proposal may not be assigned or transferred by the Supplier without prior written consent of the University and the bonding company if appropriate.	Bidder Agreed
20	Indemnification	To the fullest extent allowed by law, Supplier agrees to indemnify and hold harmless the University, the State of Iowa, and the Board of Regents, State of Iowa and their agents and employees from and against all claims or losses including reasonable attorneys' fees, arising out of or resulting from the negligence or omissions of the Supplier, its partners, directors, officers, employees, licensees, subcontractors or agents, in the provision of products and services under this contract.	Bidder Agreed

21	Code of Fair Practice	The Supplier shall not discriminate against any employee or applicant for employment because of race, creed, color, religion, national origin, sex, age, physical or mental disability. The Supplier shall take affirmative action to ensure that applicants are employed and that the employees are treated during employment without regard to their race, creed, color, religion, national origin, sex, age, physical or mental disability except where it relates to a bona fide occupational qualification.	Bidder Agreed
22	Qualifications of Bidder	The University of Iowa may make such investigations as deemed necessary to determine the ability of the Supplier to provide and perform the specified service stated herein.	Bidder Agreed
23	Qualifications of Bidder	The Supplier shall keep informed of, and shall provide all permits and comply with all applicable laws, ordinances, rules, regulations and orders of the state and federal government, or public bodies having jurisdiction affecting this proposal and the service referenced herein.	Bidder Agreed
24	Laws	Terms and provisions of this proposal and any agreement resulting from this proposal shall be construed in accordance with the laws of the State of Iowa, and any and all litigation or actions commenced in connection with this proposal or agreement resulting from this proposal shall be instituted in the appropriate courts of the State of Iowa.	Bidder Agreed
25	Iowa Preference Law	Preference shall be given to purchasing products produced within the State of Iowa, when they are of a quality reasonably suited to the purpose intended, and can be secured without additional cost over foreign products or products of other states, according to Iowa Code §§73.1. Preference shall be given to purchasing from Iowa based businesses if the offers submitted are comparable in price to those submitted by other suppliers and meet the required specifications, according to Iowa Code §§73.1.	Bidder Agreed
26	Gratuities	The laws of the State of Iowa provide that it is a criminal offense to offer, promise or give anything of value or benefit to a state employee with the intent to influence that employee's acts, opinion, judgment, or exercise of discretion with respect to that employee's duties. Evidence of violation of this statute will be turned over to the proper prosecuting attorney.	Bidder Agreed
27	Remedies upon Default	In any case where the Supplier has failed to deliver services or has delivered non-conforming services, the University shall provide a 10 day right to cure notice. The University may, within its sole discretion, accept or reject any or all proposed cure actions. If after reasonable notice the Supplier continues to be in default, the University may, within its sole discretion, terminate the Agreement without any further obligation and procure substitute services from another source and charge the difference between the contracted price and the market price to the defaulting Supplier.	Bidder Agreed
28	***Insurance***		(No Response Required)
29	Exceptions to Contract Documents	The Supplier shall clearly state in the submitted proposal any exceptions to, or deviations from the specific RFP Instructions, Specifications, Form of Proposal, Evaluation Criteria, and/or any exceptions to these Terms and Conditions. Such exceptions or deviations will be considered in evaluating the proposals.	Bidder Agreed

30	Insurance Requirements	Without limiting any liabilities or any other obligations of the Supplier, Supplier shall provide certificates of insurance documenting the minimum insurance coverage requirements listed below unless otherwise agreed to in writing. Coverage may be by Supplier's self-insurance plan or with outside insurance providers, all subject to University approval. Such insurance coverage must be maintained until all obligations under the Agreement are satisfied.	Bidder Agreed
31	Insurance Requirements	Applicable Workers Compensation insurance to cover liability imposed by Federal and State statutes having jurisdiction over Supplier employees engaged in the performance of the Supplier's service. Employer's Liability insurance of no less than \$500,000 each employee and \$500,000 each accident.	Bidder Agreed
32	Insurance Requirements	Commercial General Liability insurance with a minimum limit of ONE MILLION DOLLARS (\$1,000,000) per occurrence. This policy shall include coverage for bodily injury and property damage, including completed operations, personal injury, coverage for contractual employees, blanket contractual and products and completed operations. Policy shall contain a severability of interests provision.	Bidder Agreed
33	Insurance Requirements	Commercial Automobile Liability insurance with a combined single limit for bodily injury and property damage of not less than ONE MILLION DOLLARS (\$1,000,000) with respect to Supplier's owned, non-owned, hired, or borrowed vehicles, assigned to or used in performance of this agreement.	Bidder Agreed
34	Insurance Requirements	Umbrella Liability insurance with a minimum limit of \$1,000,000 per occurrence and shall apply to all underlying and primary liability coverages required above.	Bidder Agreed
35	Insurance Requirements	Errors and Omissions (Professional Services Liability) insurance with a minimum limit of \$1,000,000 per claim. The policy shall include coverage for contingent bodily injury liability.	Bidder Agreed
36	Insurance Requirements	The Commercial General Liability, Commercial Automobile Liability and Umbrella Liability policies required herein shall be endorsed to include the State of Iowa; University of Iowa; Board of Regents, State of Iowa, their agents, officials, and employees as additional insured.	Bidder Agreed
37	Insurance Requirements	Supplier and its insurers providing the required coverages shall waive all rights of subrogation or recovery against the State of Iowa; University of Iowa; Board of Regents, State of Iowa, their agents, officials and employees.	Bidder Agreed
38	Insurance Requirements	All required insurance policies shall be issued by reputable insurance companies duly authorized to engage in the insurance business in the State of Iowa, with an A.M. Best's rating of A-, VII or better. These policies shall be primary coverage. Certificates shall specify name of the project and provide that no less than 30 days notice of non-renewal, cancellation, or material change shall be given to the University of Iowa.	Bidder Agreed



39	Insurance Requirements	Two (2) Certificates of Insurance showing Supplier's current coverages and limits must be submitted with the Supplier proposal. Prior to a signed Agreement, Supplier must procure required insurance and provide University with two (2) Certificates of Insurance. Certificates must reference this RFP number. Supplier's proposal must include the cost of the required insurance.	Bidder Agreed
40	Insurance Requirements	Failure on the part of the Supplier to procure or maintain required insurance shall constitute a material breach of contract upon which The University may immediately terminate an Agreement, or, at its discretion, procure or renew such insurance and pay any and all premiums in connection therewith, and all moneys so paid by The University shall be repaid by the Supplier to The University upon demand, or The University may offset the cost of the premiums against any moneys due to Supplier.	Bidder Agreed
41	Insurance Requirements	The University reserves the right to request and receive certified copies of any or all of the above policies and/or endorsements.	Bidder Agreed
42	Insurance Requirements	The University reserves the right to waive or reduce the insurance requirements at the University's sole discretion.	Bidder Agreed
43	***Taxes***		(No Response Required)
44	Taxes	The University of Iowa is exempt from all excise, state, local and use taxes for services rendered, equipment or parts supplied for this contract. Exemption certificates will be furnished upon request.	Bidder Agreed
45	Taxes	Certification regarding sales and use tax: By executing this Contract the Supplier certifies it is either (a) registered with the Iowa Department of Revenue, collects, and remits Iowa sales and use taxes as required by Iowa Code chapter 432; or (b) not a "retailer" or a "retailer maintaining a place of business in this state" as those terms are defined in Iowa Code subsections 423.1(42) & (43). The Supplier also acknowledges that the University of Iowa may declare the Contract void if the above certification is false. The Supplier also understands that fraudulent certification may result in the University of Iowa or its representative filing for damages for breach of contract.	Bidder Agreed
46	Trade Secret or Proprietary Information Shall Be Handled as Follows:	The laws of the State of Iowa require that at the conclusion of the selection process, the contents of all proposals will be placed in the public domain and be open to inspection by interested parties. Trade secrets or proprietary information that are recognized as such, and are protected by Iowa law may be withheld, if clearly identified as such in the proposal unless disclosure is required by a court order.	Bidder Agreed
47	Targeted Small Business	The University is committed to the development of Targeted Small Businesses, a State of Iowa program. If subcontracting is necessary, the contractor will make every effort to use Targeted Small Businesses in the performance of this contract. A report will be required at the completion of the contract indicating the extent of Targeted Small Businesses participation. A description of the Supplier's expected efforts to solicit Targeted Small Businesses participation should be enclosed with the proposal.	Bidder Agreed

48	Miscellaneous Terms and Conditions	No individual, department, school, college or office at the University of Iowa has the authority to solicit or receive official proposals other than the Purchasing Department. All solicitation is performed under the direct supervision of the Director of Business Services and in accordance with University, Regent, State and Federal laws, policies, procedures and guidelines.	Bidder Agreed
49	Miscellaneous Terms and Conditions	Most Favored Nation: The selected Supplier represents that the terms, conditions and prices established under the subsequent contract resulting from this Request for Proposal, are equal to or better than those offered to other institutions, comparable universities, teaching hospitals, colleges, and/or community colleges. If during the term of the contract, the selected Supplier offers more favorable terms, conditions or prices to another institution, comparable universities, teaching hospitals, colleges, and/or community colleges, the selected Supplier agrees to notify the University of Iowa. The contract resulting from this Request for Proposal shall be amended to reflect the more favorable terms, conditions, or prices.	Bidder Agreed
50	Miscellaneous Terms and Conditions	The University reserves the right to conduct discussions with Suppliers, and to accept revisions of proposals, and to negotiate price changes. Any person, firm, corporation or association submitting a proposal accepts all the terms, conditions and requirements in this Request for Proposal.	Bidder Agreed
51	Miscellaneous Terms and Conditions	The successful Supplier agrees it will not use the name or intellectual property, including but not limited to, University trademarks in any manner, including commercial advertising or as a business reference, without the expressed prior written consent of the University.	Bidder Agreed
52	Miscellaneous Terms and Conditions	The successful Supplier shall not remove any records from the University of Iowa. This includes but is not limited to, paper documents, microfiche, microfilm, or any electronic media.	Bidder Agreed
53	University of Iowa Vendor Statement of Aspiration	The University of Iowa has a deep respect for the intrinsic value of each human being, and a steadfast commitment to promoting and protecting human rights on its Iowa City campus, in its surrounding community, and beyond. For this reason, the University shall aspire to engage in business practices that effect positive change in human working conditions domestically and abroad.	Bidder Agreed
54	Conflict of Interest	Should Contractor, Contractor's spouse or minor child be a paid employee of the University or any other Iowa Regent Institution or State of Iowa Agency, Contractor will be considered a "conflict of interest vendor." In addition, should any individual, their spouse or minor child, who is a paid employee of the University or any other Regent institution or State of Iowa Agency, also be a partner in Contractor's firm or own five percent (5%) or more of Contractor's corporate stock or receive consulting payments, a conflict of interest exists. Whenever Contractor represents a conflict of interest, Contractor must have prior approval from the "Board of Regents, State of Iowa" (Regents) to do business with the University. Contact the Purchasing Department at (319) 335-0668 for further information and do not sign this Agreement, until express approval has been given by the Purchasing Department. In addition, the Office of Management and Budget (OMB) Circular A-110 imposes additional requirements on federally funded projects. See Procurement Standards #42 Codes of Conduct,	Bidder Agreed



55 Export Control

Supplier acknowledges that a foreign national(s) may use the device/technology/and or data you propose, at the University. Supplier shall comply with all U.S. export control laws and regulations, including but not limited to the International Traffic in Arms Regulations (ITAR), 22 CFR Parts 120 through 130, and the Export Administration Regulations (EAR), 15 CFR Parts 730 through 799, in the performance of this Agreement. In the absence of available license exemptions/exceptions, Supplier shall be responsible for obtaining the appropriate licenses or other authorizations, if required, for exports of hardware, technical data, and software, or for the provision of technical assistance. Supplier shall be responsible for all regulatory record keeping requirements associated with the use of licenses and license exemptions/exceptions. Prior to disclosing or transferring to University any hardware, technical data, software or product utilizing any such data which is subject to export controls under federal law, Supplier shall notify the University in writing of the nature and extent of the export control. The University shall have the right to decline any such technical data or product utilizing such data. In the event Supplier sends any such technical data or product that is subject to export control, without notice of the applicability of such export control, the University has the right to immediately terminate this Agreement.

Bidder Agreed

I hereby certify total compliance with all terms, conditions and specifications listed above in this Request for Proposal except as expressly stated here. Please list exceptions by number and provide reason for exception. If no exceptions are listed, Supplier certifies total compliance with all terms, conditions and specifications listed herein.

Dell's responses herein are based on the following exceptions and clarifications notwithstanding the fact that Dell was required to check the affirmative to each item in order to submit the bid through this online tool.

> Attribute/Section 49 regarding Most Favored Nation - Exception: Due to complex variables such as quantities, configurations, terms and conditions, delivery schedules, market conditions, confidentiality and other factors, Dell is not in a position to guarantee that the University of Iowa shall automatically receive the same pricing as another party.

> Limitation of Liability (none in RFP) -- Exception -- SUBMIT Dell: Dell: EXCEPT AS SPECIFICALLY SET FORTH IN THIS AGREEMENT, DELL AND CUSTOMER EACH EXPRESSLY AGREE AND UNDERSTAND THAT THE OTHER PARTY WILL NOT HAVE ANY LIABILITY FOR PRODUCTS NOT BEING AVAILABLE FOR USE, OR FOR LOST OR CORRUPTED DATA OR SOFTWARE. NEITHER PARTY SHALL BE LIABLE FOR ANY INCIDENTAL, INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGES UNDER THIS AGREEMENT, EVEN IF THE PARTY HAS BEEN ADVISED OF THEIR POSSIBILITY. THIS LIMITATION OF LIABILITY APPLIES BOTH TO PRODUCTS AND SERVICES CUSTOMER PURCHASES UNDER THIS AGREEMENT. DELL'S TOTAL LIABILITY ARISING OUT OF, OR IN CONNECTION WITH, ANY EVENT OR SERIES OF CONNECTED EVENTS OCCURRING IN CONNECTION WITH THIS AGREEMENT SHALL NOT EXCEED THE LESSER OF ONE MILLION DOLLARS (\$1,000,000) OR THE U.S. DOLLAR EQUIVALENT OF THE TOTAL DOLLAR AMOUNT OF PRODUCTS AND SERVICES PURCHASED BY CUSTOMER PURSUANT TO THIS AGREEMENT DURING THE TWELVE MONTHS IMMEDIATELY PRECEDING THE DATE DELL IS NOTIFIED BY CUSTOMER OF ANY CLAIM OF LIABILITY

> Attribute/Section 30-39 -- Exception: Dell does not provide certificates of insurance, we are self insured. Errors and Omissions

insurance language does not apply.

> Attribute/Section 25 – Iowa Preferred Business – Exception: Dell does not agree to this section.

> Attribute/Section 21 - Exception: No export is herein contemplated. This provision in its entirety does not apply.

> Attribute/Section 56 – Note: Dell is taking exceptions.

> Attribute/Section 74 – Letter of Acceptance: Dell will negotiate in good faith any terms of resulting agreement.

> Attribute/Section 92 – Web-site for Ordering: Please note that there will be a separate web-site for Students and Staff.

57 Presentations

Suppliers may be asked to provide a presentation on our campus. If needed, these events will be scheduled on a mutually agreed upon date and time.

Agreed

58 \*\*\*Supplier Information\*\*\*

(No Response Required)

Provide a brief description of your firm including the name(s) of its owner(s) and/or principal officer(s), the date of origin and/or incorporation and the length of time your company has been providing similar products/services.

> Basic Information:

Dell Marketing, L.P. (DMLP) is a publicly owned company. Dell was founded in 1984. Dell Marketing L.P. is a Texas limited partnership and is a wholly-owned subsidiary of Dell Inc., a Delaware company. Dell Inc. "Incorporated" 10/22/87 in Delaware. Dell Marketing L.P. "Organized" 12/30/91 in Texas. Michael S. Dell is Chairman of the Board and Chief Executive Officer. Paul D. Bell is President, Public. Dell has over 20 years of experience of manufacturing and installing computer products as well as providing services.

> Financial Information:

Revenue for the full fiscal year 2008 was \$61.1 billion. Dell Quarterly Financial Highlights, as well as Annual Financial Highlights are available online at [www.dell.com/investor](http://www.dell.com/investor).

> Dell Overview:

Dell listens to customers and delivers innovative technology and services they trust and value. As a leading technology company, we offer a broad range of product categories, including mobility products, desktop PCs, software and peripherals, servers and networking, services, and storage. According to IDC, we are the number one supplier of computer systems in the United States and the number two supplier worldwide. Our company is a Delaware corporation and was founded in 1984 by Michael Dell on a simple concept: by selling computer systems directly to customers, we can best understand their needs and efficiently provide the most effective computing solutions to meet those needs. Over time we have expanded our business model to include a broader portfolio of products, including services, and we have also added new distribution partners, such as retail, system integrators, value added resellers, and distributors, which allow us to reach even more end-users around the world. Our corporate headquarters are located in Round Rock, Texas, and we conduct operations worldwide through our subsidiaries. To optimize our global supply chain to best serve our global customer base, we have manufacturing locations around the

world and are expanding our relationships with third-party original equipment manufacturers. When we refer to our company and its business in this report, we are referring to the business and activities of our consolidated subsidiaries. We operate principally in one industry, and we manage our business in four operating segments: Americas Commercial; Europe, Middle East and Africa ("EMEA") Commercial; Asia Pacific-Japan ("APJ") Commercial; and Global Consumer.

We are committed to managing and operating our business in a responsible and sustainable manner around the globe. This includes our commitment to environmental responsibility in all areas of our business.

For 25 years, Dell has revolutionized the industry to make computing accessible to customers around the globe, including businesses, institutional organizations and individual consumers. Because of Dell's direct model—and the industry's response to it—information technology is more powerful, easier to use and more affordable, giving customers the opportunity to take advantage of powerful new tools to improve their businesses and personal lives. Dell has demonstrated this effect time and again as it enters new, standardized product categories, such as network servers, workstations, mobility products, printers and other electronic accessories. Nearly one out of every five standards-based computer system sold in the world today is a Dell. This global reach indicates our direct approach is relevant across product lines, regions and customer segments.

Provide resumes or biographical sketches of the principal owners or key staff members of the firm most likely to be assigned to any resultant agreement for The University.

Ed Cranston, Account Executive  
319-339-1104  
Edward\_Cranston@dell.com  
Your Dell Account Executive oversees your day-to-day account activities and consults with you on longer-term strategic technology decisions. Ed is responsible for assisting you with technology planning, providing strategic information on Dell, our products, and the industry in general, supplying you with updates on all Dell products and services. Ed has 20 years of experience as a higher education account executive and responsible for the University of Iowa. Living in North Liberty, Iowa, Ed is responsible for the major public accounts in Iowa for Dell, Inc. Ed's MA degree was awarded by the University of Iowa.

Doug Wilkinson, Regional Sales Representative  
800-274-7799, ext. 7262645  
Douglas\_Wilkinson@dell.com  
Doug has been with Dell for over 10-1/2 years and in the Higher Education division (Midwest) for 4+ years including 3+ years working with the University of Iowa, Iowa State University and University of Northern Iowa. Doug has a close working knowledge of the Iowa Universities and has provided them with one point of contact for over 3+ years.  
Doug also worked with the Federal Account Team when the Homeland Security Administration and was created in 2001-2002.

Leslie Harlien, Regional Sales Manager  
512-422-5291  
Leslie\_Harlien@Dell.com  
Your Dell Regional Sales Manager is a field-based resource available to assist with account satisfaction issues, executive support, and enterprise wide business strategy.

James Quinn, Inside Sales Manager  
888-977-3355, ext. 723-0788  
James\_Quinn@Dell.com  
Your Dell Inside Sales Manager is a Texas-based resource responsible for regional sales representatives who service the K12 education market in the U.S. who is available for escalating any open issues such as pricing, delivery and customer satisfaction.



61	Financial Statements	Supplier shall have adequate financial resources and be financially sound as demonstrated by the furnished audited balance sheet/financial statements, showing that the Supplier has been in business continually for the last three (3) years. Also to be submitted is a profile of your company's gross revenues over the past three years with attention to market growth and customer satisfaction.	Agreed
62	Supplier Information	If your firm is currently for sale or involved in any transaction to expand or to become acquired by another organization, please explain. If your firm has been involved in any reorganization, acquisition, or merger within the last three (3) years, please explain.	not applicable
63	Supplier Information	Have any complaints been filed with state or federal agencies or have any law suits been brought in the courts of the State of Iowa in which your firm was alleged to have violated any laws? If so, describe in detail the circumstances and the outcome, including the names and the docket number of the case.	none, to the best of my knowledge and belief
64	***References***		(No Response Required)
65	References	The successful Supplier must satisfy The University that it has adequate experience. Please submit three (3) references for which the Supplier has provided these services. Of particular interest to us would be your firm's previous work with comparable institutions using services outlined in this Request for Proposal. Client references should represent major accounts of the Supplier. Include the business or institution's name and address, as well as the contact's name with a telephone number, fax number and e-mail address.	(No Response Required)
66	Reference 1	Include the business or institution's name and address, as well as the contact's name with a telephone number, fax number and e-mail address.	University of Minnesota 100 Union Street S. E, Minneapolis, MN, 55455 Contact: Simin Hickman phone: 612-625-4599 Email: simin@umn.edu
67	Reference 2	Include the business or institution's name and address, as well as the contact's name with a telephone number, fax number and e-mail address.	University of Missouri - System UM Procurement Services, 1105 Carrie Francke Drive, Columbia, MO 65211 Contact: Peggy Quisenberry Phone: 573-882-9215 Fax: 573-884-0010 Email: quisenberryp@umsystem.edu
68	Reference 3	Include the business or institution's name and address, as well as the contact's name with a telephone number, fax number and e-mail address.	University of Wisconsin 1210 W. Dayton, Madison, WI 53706 Contact: Brian Kishter Phone: 608-262-8821 Email: bkishter@wisc.edu
69	Additional References	Include the business or institution's name and address, as well as the contact's name with a telephone number, fax number and e-mail address.	Additional references will be provided upon request.
70	***Award and Evaluation***		(No Response Required)

71	Responses	Your proposal must contain information relative to each of the items listed below to be considered responsive. Answers should be detailed and complete. It is the responsibility of the Supplier to clearly mark and identify any and all trade secret, proprietary, or confidential information.	(No Response Required)
72	Method of award	Evaluation of proposals will be based on, but not limited to, the following criteria, which are listed in no particular order of importance. The University reserves the right to further subdivide these categories. Response to specifications; Demonstrated expertise and service record; system technical maintainability and usability; financial responsibility/stability of the Supplier; References of the Supplier; New functionalities; Pricing schedule; Supplier experience, commitment and demonstrated understanding.	Agreed
73	Evaluation	A committee designated by The University of Iowa will evaluate proposals to discern and recommend award to Supplier(s) proposal deemed most valuable to The University. Supplier's submission of a proposal constitutes Supplier acceptance of the evaluation technique and Supplier recognition and acceptance that subjective judgments will be used by The University of Iowa during the assignment of points.	(No Response Required)
74	Letter of Acceptance	If and when an award is made, The University will require: A letter of acceptance of our general terms and conditions as listed on the website at <a href="http://www.uiowa.edu/~purchase/purchase/Documents/RFPterms.pdf">http://www.uiowa.edu/~purchase/purchase/Documents/RFPterms.pdf</a> . Documentation of insurance will also be required.	Agreed
75	PSA	Professional Services Agreement: If the successful Supplier has employees or representatives that will visit and work on campus, a Professional Services Agreement (PSA) will need to be completed and signed. This form may be viewed at website <a href="http://www.uiowa.edu/~purchase/purchase/psahome.htm">http://www.uiowa.edu/~purchase/purchase/psahome.htm</a> .	(No Response Required)
76	***Payments***		(No Response Required)
77	Prompt Payment	Suppliers shall list any and all prompt payment discounts.	not applicable
78	Electronic Payments	The University of Iowa is interested in doing business with Suppliers electronically. We currently have the ability to deposit payments for invoices directly into a Supplier's bank account. Please indicate your ability to accept the following electronically:	(No Response Required)
79	Payments	Supplier accepts electronic payments. State method: EDI or XML	EDI. That would include wires or ACH's. For ACH, Dell preferred method is CTX.
80	Invoices	Supplier accepts electronic invoices. State method: EDI or XML	EDI and XML
81	Purchase Orders	Supplier accepts electronic Purchase Orders. State method: EDI or XML	EDI and XML, Dell preferred method is cXML
82	Credit Card Payments	Please check if payments by Visa credit card will be accepted.	PCard
83	Discount	Please indicate the percentage discount for The University of Iowa for processing your payments electronically.	1% in accordance w/ Technology Platform Fee Agreement with University of Iowa

84	***Supplier Certification***		(No Response Required)
85	Iowa Code	Pursuant to 2005 Iowa Acts SF 413 – which creates new Iowa Code subsections 423.2(9A) & 423.5(8) – a retailer in Iowa or a retailer maintaining a business in Iowa that enters into a contract with a state agency must register, collect, and remit Iowa sales tax and Iowa use tax levied under Iowa Code chapter 423 on all sales of tangible personal property and enumerated services. The Act also requires Suppliers to certify their compliance with sales tax registration, collection, and remission requirements and provides potential consequences if the certification is false or fraudulent.	2-00-130565 (St of IA Dept of Rev & Finance Cert of Use Tax Registration Number)
86	Iowa Retailer	Supplier is registered with the Iowa Department of Revenue, collects, and remits Iowa sales and use taxes as required by Iowa Code chapter 432	Yes
87	Non-Iowa Retailer	Supplier is not a "retailer" or a "retailer maintaining a place of business in this state" as those terms are defined in Iowa Code subsections 423.1(42) & (43).	Yes
88	Certification	By submitting a proposal in response to the aforementioned Request for Proposal Number (RFP), the undersigned certifies the following:	(No Response Required)
89	Certification Acknowledgement	Supplier also acknowledges that The University of Iowa may declare the Supplier's bid or resulting contract void if the above certification is false. The Supplier also understands that fraudulent certification may result in The University of Iowa or its representative filing for damages for breach of contract.	Supplier Agrees
90	Energy Star Purchases	Whenever possible, the UI will purchase equipment that is rated energy efficient by this joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy.	(No Response Required)
91	Options for systems	Options to upgrade, downgrade or the removal of an item need to be made available for all four computer configurations.	(No Response Required)
92	Web-site for ordering	The successful Supplier must supply a web space designed for The University of Iowa with the configurations, and their potential modifications, showing the contract pricing. This web space should be designed for ordering via purchase orders by the Purchasing Agents as well as for procurement cards by departments and credit cards for students and staff. This web space should state the time period for the special contract pricing.	yes
93	Service and Support	Describe the service and support your company can offer for the proposed hardware. Please include pricing for a four year warranty upgrade.	> Warranty included: - Desktops: 3-year Next-Business-Day on-site + Dell's "Keep Your Hard Drive" - Laptops: 3-year Next-Business-Day on-site + Dell's "Keep Your Hard Drive" + Dell's "Completecare" accidental damage coverage > Warranty/Support Upgrades: - Upgrade to 4-year Next Business Day On-Site: Desktop: + \$89 Laptop: + \$149 - also refer to the enclosed pricing for various upgrades

Describe in detail any other "value added" opportunities that may not be requested herein, that would be available to the University if your firm is the successful Supplier.

Billable services options included in this response are Dell Multi-Pack, Custom Factory Integration services, and Warranty Parts Direct self-maintainer program. As part of this proposal and upon award, Dell is providing the following services at no additional cost: 3 years of Dell's "Keep Your Hard Drive" and for the proposed laptop configurations, Dell's CompleteCare accidental damage program.

> Multi-Pack Services:

Dell has the option of consolidating a large quantity of systems in a single box through our Americas Merge Center Multi-Pack Service. This includes Packaging multiple systems in a single box as well as reducing manuals, media and hardware.

Laptop multi-pack shipments consolidate up to 6 systems in a single box.

Desktop chassis' can be consolidated in a single box up to 2 (Minitowers), 3 (Desktops), or 4 (Small Form Factors/Ultra Small Factors).

Contact your Dell sales account team for details and associated fees.

> Custom Factory Integration (CFI)

Dell's Custom Factory Integration is a frontline solution available to help reduce deployment hassles and costs by having hardware, images, applications, peripherals, and documents integrated with your systems, as they're being built. Contact your Dell sales account team for details and associated fees.

- Asset Tagging and Reporting: Dell offers an option to affix customized Asset Tags during the manufacturing process. The tags can be placed on monitors, CPU chassis and the shipping box. Each tag and report can contain a number of details including, yet not limited to, MAC Addressing, Service Tag, Help Desk phone number etc. Due to the unique reporting capabilities available, a specific project ID is assigned to each individual project. These projects can be posted on each respective university Dell Premier Page under a specifically identified standard configuration.

- Imaging: Dell performs factory installation of customer created images through our Custom Factory Integration team. This service

provides access to the Dell ImageDirect tool to a single college/department designated contact. Due to the unique nature of each imaging project, a specific project ID is assigned to each individual project. These projects can be posted on each respective university Dell Premier Page under a specifically identified standard configuration.

> Warranty Parts Direct

Dell offers a self-maintainer program called Warranty Parts Direct.

Contact your Dell Account team for details. There are two levels, Tier I and Tier II. The fees are as follows:

- Tier I Certification Fee: \$200 per individual technician
- Tier II Certification Fee: \$2,000 per site.

> Keep Your Hard Drive

Three (3) years of Keep Your Hard Drive is included with quoted desktop and laptop systems.

This program will allow the university to maintain possession of any hard drive that fails due to manufacturer defect through the life of the standard three year warranty. Dell's Keep Your Hard Drive service provides the option of retaining qualified hard drives, while receiving a replacement hard drive. As a result, you can maintain control over your sensitive and confidential data contained on your hard drives and determine the best method of disposal for failed hard drives.

Keep Your Hard Drive helps keep your data secure, gives you complete control over content, and provides compliance with current privacy laws.

> CompleteCare

Three (3) years of Keep Your Hard Drive is included with quoted laptop systems only.

CompleteCare Accidental Damage Service offers the support needed when accidents happen to your Dell systems. This service covers repair and replacement for various accidental damage, not covered under limited warranty, including spills, drops, surges, and breakage to select systems or peripherals. CompleteCare Accidental Damage Service offers wide scope of accident protection, simplifies replacement of damaged equipment, and helps protect notebooks while on the go, addressing key challenges of a mobile workforce.

95	SciQuest	Indicate whether your company is able to connect with SciQuest with punch-out capabilities.	yes
96	SciQuest	Does your company accept credit card as an optional payment form?	yes
97	SciQuest	Will your company pay a predetermined technology platform fee, to be assessed quarterly based on supplier's spend via SciQuest's eBuy?	Yes-1% only per reply to #83
98	Reduced Packaging	Please indicate if your company can provide multi-packaging of computer orders. Indicate if there is a discount and the amount of the discount for the use of multi-packaging.	Dell provides a Multipak service free of charge upon request. There is no discount for using the Multipak service.



## Line Items

#	Qty	UOM	Description	Response
1	1	EA	Desktop Small Form Factor: Class: Enterprise Class Computer (business) Case: Small Form Factor, Front USB ports and sound ports, four additional USB ports in the rear for mouse and keyboard (minimum), NO floppy drive. Energy Star Compliant.	\$655.00

Item Notes:

Supplier Notes: Dell is bidding the Optiplex 760 Small Form Factor

Item Attributes: Please review the following and respond where necessary

#	Name	Note	Response
1	Processor	Intel® Core™ 2 Duo Processor (3.16GHz, 6M, 1333MHz FSB) (minimum)	Yes
2	RAM	4GB (2-2GB chips)	Yes
3	Keyboard	USB Keyboard	Yes
4	Mouse	USB Optical 2 Button Wheel Mouse	Yes
5	Display	19" Flat Panel Display, adjustable height, resolution 1280x1024 /dual Input (DVI and VGA), built-in USB ports (minimum)	Yes
6	Video Card	Capable of running Vista Aero (Intel GMA4500) or comparable - name the video card you are using for this specification	The intergrated card is the Intel GMA 4500
7	Hard Drive	250GB SATA 7200RPM with 8MB DataBurst Cache (minimum)	Yes
8	CD	DVD+/-RW drive with DVD Playback	Yes
9	Sound	Integrated sound card	Yes
10	Speaker	Internal speaker	Yes
11	Networking	Gigabit Ethernet integrated with remote wake-up	Yes
12	Security	Security slot that can lock the case with a "standard keyed" padlock and secure with a cable (we will provide the cable and lock)	Yes
13	OS	Windows Vista Business with option to install Windows XP	Yes

14	Warranty	3 year on site next business day warranty. Keep your hard drive	Yes
15	Warranty	4 year on site next business day warranty. Keep your hard drive	4yr \$89 KYHD \$5
16	upgrades	Provide a list of upgrades to this system and the corresponding prices.	OptiPlex 760 Small Form Factor Base Up to 88 Percent Efficient PSU add \$0.00 Intel® Core™ 2 Duo Processor E8600 (3.33GHz, 6M, 1333MHz FSB) add \$80.00 256MB ATI RADEON HD 3470 (Dual DP)added \$60 256MB ATI RADEON HD 3450 (Dual DVI/ VGA /1 TV-out)add \$40.00 256MB nVidia GeForce 9300 GE (Dual DVI/ VGA /1 TV-out add \$40.00 320GB SATA 3.0Gb/s and 8MB DataBurst Cache add \$22.00 160GB SATA, 10K RPM 3.0Gb/s Hard Drive 3.5inch with Data Burst Cache add \$80 1.44MB 3.5 Inch Floppy Drive add \$15 Dell 19 in 1 Media Card Reader add \$15
17	downgrades	Provide a list of downgrades to this system and the corresponding amount that will be deducted from the base price.	No monitor option= subtract \$100 2GB DDR2 Non-ECC SDRAM,800MHz, (2 DIMM)subtract\$10 Intel® Core™ 2 Duo Processor E8400 (3.0GHz, 6M, 1333MHz FSB) subtract \$10 Intel® Core™ 2 Duo Processor E7500(2.93GHz,3M,1066MHz,FSB)subtract \$30
18	Small Form Factor	Give the dimensions of the small form factor	H: 12.45" W: 3.65" D: 13.4

2	1	EA	Desktop Mini Tower (minimum requirements) Class: Enterprise Class Computer (business) Case: MiniTower Front USB ports and sound ports, four additional USB ports in the rear for mouse and keyboard (minimum) No floppy drive (optional) Energy Star Compliant	\$655.00
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Item Notes:

Supplier Notes: Dell is bidding the Optiplex 760 Mini Tower

Item Attributes: Please review the following and respond where necessary

#	Name	Note	Response
1	Processor	Intel® Core™ 2 Duo Processor (3.16GHz, 6M, 1333MHz FSB) (Minimum)	yes
2	RAM:	4GB (2-2GB chips)	Yes
3	Keyboard	USB Keyboard	YES
4	Mouse	USB Optical 2 Button Wheel Mouse	yes
5	Display	19" Flat Panel Display, adjustable height, resolution 1280x1024 /dual Input	yes
6	Video Card	Capable of running Vista Aero (Intel GMA4500) or comparable - describe video card	The intergrated card is the Intel GMA 4500
7	Hard Drive	250GB SATA 7200RPM with 8MB DataBurst Cache (minimum)	Yes
8	CD	DVD+/-RW drive with DVD Playback	Yes
9	Sound & Speaker	Integrated sound card and internal speaker	Yes
10	Networking	Gigabit Ethernet integrated with remote wake-up	Yes
11	Security	Security slot that can lock the case with a "standard keyed" padlock and secure with a cable (we will provide the cable and lock)	Yes
12	Operating System	Windows Vista Business with option to install Windows XP	Yes
13	Warranty	3 year on site next business day warranty. Keep your hard drive (the 3 year warranty should be included in your base price of the system)	Yes
14	Warranty	Provide price to upgrade to a 4 year on site next business day warranty. Keep your hard drive.	4yr \$89 KYHD \$5

15	Upgrades	Provide a list and the prices to upgrade specifications on this system.	OptiPlex 760 Minitower Base Up to 88 Percent Efficient PSU add \$0.00 Intel® Core™ 2 Duo Processor E8600 (3.33GHz, 6M, 1333MHz FSB) add \$80.00 256MB ATI RADEON HD 3470 (Dual DP)added \$60 256MB ATI RADEON HD 3450 (Dual DVI/ VGA /1 TV-out)add \$40.00 256MB nVidia GeForce 9300 GE (Dual DVI/ VGA /1 TV-out add \$40.00 320GB SATA 3.0Gb/s and 8MB DataBurst Cache add \$22.00 160GB SATA, 10K RPM 3.0Gb/s Hard Drive 3.5inch with Data Burst Cache add \$80 1.44MB 3.5 Inch Floppy Drive add \$15 Dell 19 in 1 Media Card Reader add \$15
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16	Downgrades	Provide a list of specifications that can be downgraded on this system and the deductions for each to the base price.	No monitor option= subtract \$100 2GB DDR2 Non-ECC SDRAM,800MHz, (2 DIMM)subtract \$10 Intel® Core™ 2 Duo Processor E8400 (3.0GHz, 6M, 1333MHz FSB) subtract \$10 Intel® Core™ 2 Duo Processor E7500(2.93GHz,3M,1066MHz,FSB)subtract \$30
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3	1	EA	Desktop Small Form Factor - Intel vPro - same specifications as Line 1 except Chipset must be Intel vPro and must have an 88% efficient power supply with a 3 year on site next business day warranty for the system and keep your hard drive.	\$685.00
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Item Notes:

Supplier Notes: Dell is bidding the Optiplex 960 Small Form Factor w/ vPro that has 88% efficient power supply. The upgrades and the downgrades offered on the Optiplex 760 are at the same price on the Optiplex 960. However the Optiplex 960 offers Intel® Core™ 2 Quad Processors. Upgrades are  
Intel® Core™ 2 Quad Processor Q9400 (2.66GHz, 6M, 1333MHz FSB)add \$100  
Intel® Core™ 2 Quad Processor Q9550 (2.83GHz, 12M, 1333MHz FSB) add \$150  
Intel® Core™ 2 Quad Processor Q9650 (3.0GHz, 12M, 1333MHz FSB)add \$200

Item Attributes: Please review the following and respond where necessary

#	Name	Note	Response
1	Warranty	price for 4 year on site next business day warranty upgrade from 3 year warranty. Keep you own hard drive.	4yr \$89 KYHD \$5

4	1	EA	Desktop MiniTower - Intel vPro - same specifications as Line 2 except Chipset must be Intel vPro and must have an 88% efficient power supply with a 3 year on site next business day warranty for the system and keep your hard drive.	\$685.00
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Item Notes:

Supplier Notes: Dell is bidding the Optiplex 960 Mini Tower w/ vPro that has 88% efficient power supply. The upgrades and the downgrades offered on the Optiplex 760 are at the same price on the Optiplex 960. However the Optiplex 960 offers Intel® Core™ 2 Quad Processors. Upgrades are  
Intel® Core™ 2 Quad Processor Q9400 (2.66GHz, 6M, 1333MHz FSB) add \$100  
Intel® Core™ 2 Quad Processor Q9550 (2.83GHz, 12M, 1333MHz FSB) add \$150  
Intel® Core™ 2 Quad Processor Q9650 (3.0GHz, 12M, 1333MHz FSB) add \$200

Item Attributes: Please review the following and respond where necessary

#	Name	Note	Response
1	Warranty	Price for 4 year on site next business day warranty upgrade from 3 year warranty. Keep you own hard drive.	4yr \$89 KYHD \$5

5	1	EA	Notebook #1 Business Enterprise model. Energy Star Compliant	\$775.00
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Item Notes:

Supplier Notes: Dell is bidding the Latitude E5400 at a starting price of \$775 and Dell is also offering the Latitude E6400 as an upgrade at a starting price of \$899 which meets the specs listed.

Item Attributes: Please review the following and respond where necessary

#	Name	Note	Response
1	Processor	Intel® Core™ 2 Duo (2.26GHz)3M L2 Cache, 1066Mhz FSB (minimum)	Yes
2	Display	14.1" is the minimum - indicate the size of the display.	14.1
3	Operating System	Windows Vista Business with option to install Windows XP	Yes
4	RAM	2GB RAM (1 DIMM)	Yes
5	Hard drive	160GB hard drive (minimum)	Yes
6	CD	DVD+/-RW	Yes
7	Wireless Networking	Intel/wireless 5300 802.11 a/g/n draft mini card	Yes
8	Battery	9 Cell	Yes
9	AC	A/C adapter	Yes
10	TPM 1.2	TPM 1.2	Yes
11	Bit	Locker compatible BIOS	yes

12	Warranty	3 year warranty next business day, on site (with complete care, no fault or accidental damage) Keep your hard drive.	Yes
13	Upgrades	Provide a list of upgrades to this system and the prices.	Intel® Core™ 2 Duo P8600 (2.40GHz, 3M L2 Cache, 1066MHz FSB) add \$0 Intel® Core™ 2 Duo P9600 (2.66GHz, 6M add \$150 4.0GB, DDR2-800 SDRAM, 2 DIMMS add \$70 250GB Hard Drive, 5400RPM add \$30 160GB Hard Drive, 7200RPM with Free Fall Sensor add \$30 14.1" UltraSharp™ WXGA+ (1440x900) LED Display add \$22 Internal 56K Modem add \$15 Additional 6 Cell Battery add \$119 Additional 9 Cell Battery add \$143 Dell Wireless® 370 Bluetooth Module add \$12 E-Port Plus, dock adds dual digital display and legacy port support add \$159 Additional 90W A/C Adapter (3-pin) add \$23 4 Year Basic Limited Warranty and 4 Year NBD Onsite Service add \$149 4 Year CompleteCare Accidental Damage Protection \$30 5 Year Basic Limited Warranty and 5 Year NBD Onsite Service add \$259 5 Year CompleteCare Accidental Damage Protection add \$60 Keep Your Hard Drive, 4 Years add \$5 Keep Your Hard Drive, 5 Years add \$10
14	Downgrades	List any downgrades to this system and the corresponding deduction that can be taken for each.	Intel® Core™ 2 Duo T7250 (2.00GHz, 2M L2 Cache, 800Mhz FSB) subtract \$30 6 Cell Battery subtract \$30 24X CDRW/DVD with Cyberlink PowerDVD subtract \$30

Alt 1 1 EA Alt Spec: Dell is also offering the Latitude E6400 as an upgrade to the Latitude E5400 at a starting price of \$899 which meets the specs listed 899.00

Alt Manufacturer: DELL

Item Notes:

Supplier Notes: Latitude E6400 14.1 screen.



Item Attributes: Please review the following and respond where necessary

#	Name	Note	Response
1	Processor	Intel® Core™ 2 Duo (2.26GHz)3M L2 Cache, 1066Mhz FSB (minimum)	Yes
2	Display	14.1" is the minimum - indicate the size of the display.	14.1
3	Operating System	Windows Vista Business with option to install Windows XP	Yes
4	RAM	2GB RAM (1 DIMM)	Yes
5	Hard drive	160GB hard drive (minimum)	Yes
6	CD	DVD+/-RW	Yes
7	Wireless Networking	Intel/wireless 5300 802.11 a/g/n draft mini card	Yes
8	Battery	9 Cell	Yes
9	AC	A/C adapter	Yes
10	TPM 1.2	TPM 1.2	Yes
11	Bit	Locker compatible BIOS	yes
12	Warranty	3 year warranty next business day, on site (with complete care, no fault or accidental damage) Keep your hard drive.	Yes

### 13 Upgrades

Provide a list of upgrades to this system and the prices.

Intel® Core™ 2 Duo P8600  
(2.40GHz, 3M L2 Cache, 1066MHz FSB) add \$0  
Intel® Core™ 2 Duo P9600  
(2.66GHz, 6M add \$150  
Intel® Core™ 2 Duo T9800  
(2.93GHz, 6M L2 Cache, 1066MHz FSB) add \$272  
14.1" UltraSharp™ WXGA+  
(1440x900) LED Display - Brush Metal Black add \$22  
NVIDIA Quadro NVS 160M With Express Card add \$56  
4.0GB, DDR2-800 SDRAM, 2 DIMMS add \$70  
Internal English Backlit Keyboard add \$35  
Integrated Webcam with digital microphone add \$27  
250GB Hard Drive, 5400RPM add \$30  
160GB Hard Drive, 7200RPM with Free Fall Sensor add \$30  
Internal 56K Modem add \$15  
Additional 6 Cell Battery add \$119  
Additional 9 Cell Battery add \$143  
Dell Wireless® 370 Bluetooth Module add \$12  
E-Port Plus, dock adds dual digital display and legacy port support add \$159  
Additional 90W A/C Adapter (3-pin) add \$23  
4 Year Basic Limited Warranty and 4 Year NBD Onsite Service add \$149  
4 Year CompleteCare Accidental Damage Protection \$30  
5 Year Basic Limited Warranty and 5 Year NBD Onsite Service add \$259  
5 Year CompleteCare Accidental Damage Protection add \$60  
Deluxe Nylon Case (2 pocket, up to 15.4) add \$39  
Executive Leather Case (up to 15.4) add \$42  
New Dell USB Optical Mouse with Scroll, All Black Design add \$10  
Internal Fingerprint Reader add \$20  
Keep Your Hard Drive, 4 Years add \$5  
Keep Your Hard Drive, 5 Years add \$10

### 14 Downgrades

List any downgrades to this system and the corresponding deduction that can be taken for each.

Intel® Core™ 2 Duo T7250  
(2.00GHz, 2M L2 Cache, 800Mhz FSB) subtract \$30  
6 Cell Battery subtract \$30  
24X CDRW/DVD with Cyberlink PowerDVD subtract \$30

6	1	EA	Notebook #2 Business class with focus on weight. Energy Star Compliant.	\$1,149.00
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Item Notes:

Supplier Notes: Dell is bidding the Latitude E4300.

Important note the lighter weight Lattitudes do not offer the 9 cell battery because of weight restriction. We are offering the 6 cell battery on our laptop.

\* IMPORTANT NOTE The Latitude E4300 minimum processor starts with the Intel® Core™ 2 Duo SP9300 (2.26GHz). Which is listed on this bid. Also the Latitude E4300 has internal optical devices built in the laptop.

Item Attributes: Please review the following and respond where necessary

#	Name	Note	Response
1	Processor	Intel® Core™ 2 Duo (1.33GHz)(minimum)	Yes
2	Display	Variable size. Weight is the primary importance. Indicate the size of the display you are bidding.	Start weight 3.3 lbs, 13.3 screen size
3	Operating System	Windows Vista Business with option to install Windows XP	Yes
4	RAM	2GB RAM (1 DIMM)	Yes
5	Hard Drive	60GB hard drive (minimum)	Yes
6	CD	24X DVD/CDRW combo drive	Yes
7	Wireless Networking	Intel/wireless 5300 802.11 a/b/g dual-Band mini card	Yes
8	Battery	9 Cell	Yes
9	AC	A/C adapter	Yes
10	Weight	3 Pounds (approx) - indicate the weight of the system	3.3
11	TPM1.2	TPM 1.2	yes
12	Bit	Locker compatible BIOS	Yes
13	Warranty	3 year warranty next business day, on site (with complete care, no fault or accidental damage) Keep your hard drive.	Yes

Alt 1 1 EA Alt Spec: Dell is also bidding out the Latitude E4200 which is classified as the Executive laptop. 1,449.00

Alt Manufacturer: DELL

Item Notes:

Supplier Notes: Dell is also bidding out the Latitude E4200 which is classified as the Executive laptop. The processor on this model is specied w/ the Intel® Core™2 Duo ULV SU9400 (1.40GHz). The optical devices are external which allows for the lighter weight.

Item Attributes: Please review the following and respond where necessary

#	Name	Note	Response
1	Processor	Intel® Core™ 2 Duo (1.33GHz)(minimum)	Yes
2	Display	Variable size. Weight is the primary importance. Indicate the size of the display you are bidding.	12.1
3	Operating System	Windows Vista Business with option to install Windows XP	Yes
4	RAM	2GB RAM (1 DIMM)	Yes
5	Hard Drive	60GB hard drive (minimum)	Yes
6	CD	24X DVD/CDRW combo drive	Yes
7	Wireless Networking	Intel/wireless 5300 802.11 a/b/g dual-Band mini card	Yes
8	Battery	9 Cell	Yes
9	AC	A/C adapter	Yes
10	Weight	3 Pounds (approx) - indicate the weight of the system	2.2 pounds
11	TPM1.2	TPM 1.2	yes
12	Bit	Locker compatible BIOS	Yes
13	Warranty	3 year warranty next business day, on site (with complete care, no fault or accidental damage) Keep your hard drive.	Yes

7	1	EA	Tablet PC Business class. Energy Star Compliant. TPM 1.2, Bit-Locker compatible BIOS	\$1,845.00
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Item Notes:

Supplier Notes: Dell is bidding the Latitude XT2 with multi-touch.

Specing the tablet with the Intel® Core™ 2 Duo SU9400 (1.40GHz, 3M L2 Cache, 800MHz FSB), LED LCD. Also the HD is 80GB.

Item Attributes: Please review the following and respond where necessary

#	Name	Note	Response
1	Processor	Intel® Core™ 2 Duo (1.33GHz, 533MHz)	Yes
2	RAM	2GB	Yes
3	Hard Drive	2GB	Yes
4	Operating System	Windows Vista Business	Yes
5	Ethernet	Integrated 1GB ethernet	Yes
6	Wireless	802.11 - a/b/g	yes
7	Warranty	3 year warranty next business day, on site (with complete care, no fault or accidental damage) Keep your hard drive	Yes
8	Upgrades and Downgrades	Please provide a list with prices for upgrades and downgrades for this system.	Intel® Core™ 2 Duo SU9300(1.20GHz, 3M L2 Cache, 800MHz FSB subtract \$90 1.0GB DDR3 SDRAM, 1 DIMM subtract \$10

8	1	EA	Monitor #1 – 17" Flat Panel LCD (3 year warranty) Must be equivalent to Dell Ultra Sharp 1708FP 17" Flat Panel Monitor	\$125.00
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Item Notes:

Supplier Notes: The Dell Ultra Sharp 1708FP w/3yr warranty. If the monitor is purchased with the system it assumes the warranty of the system. Example: 4yrs on the system 4yrs on the monitor.

9	1	EA	Monitor #2 - 19" Flat Panel LCD (3 year warranty) Must be equivalent to Dell Ultra Sharp 1908FP 19" Flat Panel Monitor	\$149.00
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Item Notes:

Supplier Notes: The Dell Ultra Sharp 1908FP w/3yr warranty. If the monitor is purchased with the system it assumes the warranty of the system. Example: 4yrs on the system 4yrs on the monitor.

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10	1	EA	Monitor #3 – 20" Flat Panel LCD (3 year warranty) Must be equivalent to Dell Ultra Sharp 2007FP 20" Flat Panel Monitor	\$298.00
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Item Notes:

Supplier Notes: The Dell Ultra Sharp 2007FP w/3yr warranty. If the monitor is purchased with the system it assumes the warranty of the system. Example: 4yrs on the system 4yrs on the monitor.

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11	1	EA	Monitor #4 – 20" Wide Screen Flat Panel LCD (3 year warranty) Must be equivalent to Dell 2009W 20" Wide Screen Flat Panel Monitor	\$159.00
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Item Notes:

Supplier Notes: The Dell Ultra Sharp 2009W w/3yr warranty. If the monitor is purchased with the system it assumes the warranty of the system. Example: 4yrs on the system 4yrs on the monitor.

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12	1	EA	Monitor #5 – 22" Wide Screen Flat Panel LCD (3 year warranty) Must be equivalent to Dell E2208WFP 22" Wide Screen Flat Panel Monitor	No Bid
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Item Notes:

Supplier Notes: The E2209 WFP 22" monitor has replaced the E2208 WFP

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Alt 1	1	EA	Alt Spec: The E2209 WFP 22" monitor has replaced the E2208 WFP. The Dell E2209WFP w/3yr warranty. If the monitor is purchased with the system it assumes the warranty of the system. Example: 4yrs on the system 4yrs on the monitor.	155.00
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Alt Manufacturer: DELL

Item Notes:

Supplier Notes: The E2209 WFP 22" monitor has replaced the E2208 WFP. The E2209 WFP 22" monitor has replaced the E2208 WFP. The Dell E2209WFP w/3yr warranty. If the monitor is purchased with the system it assumes the warranty of the system. Example: 4yrs on the system 4yrs on the monitor.

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13	1	EA	Monitor #6 – 24" Wide Screen Flat Panel LCD (3 year warranty) Must be equivalent to Dell 2408WFP 24" Wide Screen Flat Panel Monitor	\$495.00
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Item Notes:

Supplier Notes: The Dell Ultra Sharp 2408WFP w/3yr warranty. If the monitor is purchased with the system it assumes the warranty of the system. Example: 4yrs on the system 4yrs on the monitor.

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14	1	EA	Monitor #7 – 30" Wide Screen Flat Panel LCD (3 year warranty) Must be equivalent to Dell 3008WFP 30" Wide Screen Flat Panel Monitor	\$1,525.00
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Item Notes:

Supplier Notes: The Dell Ultra Sharp 3008WFP w/3yr warranty. If the monitor is purchased with the system it assumes the warranty of the system. Example: 4yrs on the system 4yrs on the monitor.



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15	1	EA	Sound bar speakers that attach to the monitor	\$15.00
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Item Notes:

Supplier Notes: Dell sound bar speaker that attaches to monitor. Assumes the warranty of the system it is purchased with.